

Message Text

UNCLASSIFIED

PAGE 01 DHAHRA 00738 261230Z
ACTION NEA-10

INFO OCT-01 EUR-12 ISO-00 EB-07 /030 W
-----091363 261239Z /45

R 261200Z JUN 77
FM AMCONSUL DHAHRAN
TO AMEMBASSY ABU DHABI
AMEMBASSY KUWAIT
INFO SECSTATE WASHDC 5516
USDOC WASHDC
AMEMBASSY ATHENS
AMEMBASSY DOHA
AMEMBZUSY JIDDA
AMEMBASSY MANAMA
AMEMBASSY MUSCAT
AMEMBASSY TEHRAN
USLO RIYADH

UNCLAS DHAHRAN 0738

ABU DHABI PASS DUBAI

TEHRAN FOR RTDC HAUSERMAN

E.O. 11652: N/A

TAGS: BEXP, BTRA, SA

SUBJECT: TRAVEL OF HOUSERMAN REPRESENTATIVE AND POSSIBILITY OF
HAUSERMAN-SPONSORED FURNITURE EXHIBITION INIDHAHRAN

1. EARL F. HAUSERMAN, HAUSERMAN INCORPORATED, CLEVELAND, OHIO, PLANS TO BE IN KUWAIT 26-30, AND DUBAI JULY 3-7, AND WILL CALL ON AMERICAN COMMERCIAL OFFICERS IN THOSE CITIES. PRIMARY PURPOSE OF HAUSERMAN'S VISIT IS TO MARKET HIS COMPANY'S OFFICE PARTITIONING SYSTEM AND FURNITURE.

2. WHILE IN UAE AND KUWAIT, HAUSERMAN WILL ALSO APPRECIATE RECEIVING COMMENTS OF COMMERCIAL OFFICERS REGRADING TIMING OF A
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 DHAHRA 00738 261230Z

HAUSERMAN-STAGED FURNITURE SHOW IN DHAHRAN. POSSIBILITY OF SHOW WAS FIRST DISCUSSED WITH COMPANY IN FEBRUARY AFTER PREVIOUSLY-PLANNED FURNITURE SHOW FOR APRIL 1977 HAD TO BE CANCELLED. HAUSERMAN BELIEVES THAT HIS FAMILY-OWNED COMPANY TOGETHER WITH SIX OTHER AMERICAN OFFICE FURNITURE AND INTERIOR DECORATION MATERIALS MANUFACTURERS CAN PUT ON INTERESTING AND ATTRACTIVE TRADE PROMOTION EVENT. THEY WOULD LIKE TO DO SHOW FIRST WEEK OF JANUARY AS THAT

APPEARS TO BE EARLIEST DATE EVENT COULD BE STAGED IN DHAHRAN. THAT DATE IS CLOSE TO NEW YEARS AND HAUSERMAN IS CONCERNED THAT DATES MAY BE POOR FROM STANDPOINT OF CONTACTING BUSINESSMEN TO DHAHRAN FROM GULF CITIES AND OTHER CITIES IN SAUDI ARABIA. HENCE WHEN HAUSERMAN CALLS ON ACTION ADDRESSEES, HE WILL SEEK THEIR VIEWS AND OPINIONS AS TO SUTIABILITY OF JANUARY DATE IN CONTRAST TO HOLDING EVEN IN APRIL, HIS ALTERNATIVE DATE. HAUSERMAN IS WILLING TO DELAY TRADE SHOW BUT RECOGNIZES THAT IT WOULD MEAN FOUR-MONTH DELAY FOR HIS COMPANY TO PQLT PRODUCTS IN MARKET. (FYI: HAUSERMAN, IN SEPTEMBER, IS LOCATING COMPANY EXECUTIVE HERE TO BEGIN ACTIVE PENETRATION OF SAUDI MARKET. HAUSERMAN EXECUTIVE WILL ALSO SERVE AS ADVANCE MAN FOR PROPOSED TRADE PROMOTION HERE IN DHAHRAN

3. AFTER HAUSERMAN HAS VISITED ACTION ADDRESSEES, POST WOULD APPRECIATE COMMENTS FROM THOSE POSTS REGARDING THEIR DISCUSSIONS WITH HAUSERMAN AS TO WHETHER THEY THOUGHT JANUARY OR APRIL WAS BEST DATE TO ATTRACT LOCAL BUSINESSMEN TO FURNITURE SHOW IN DHAHRAN. POST WOULD ALSO WELCOME ANY COMMENTS FROM OTHER NEIGHBORING POSTS REGARDING THEIR VIEWS ON QUESTION POSED ABOVE.
BUSHNELL

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 26-Jun-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977DHAHRA00738
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770228-0516
Format: TEL
From: DHAHRAN
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770618/aaaaapjs.tel
Line Count: 83
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: a6d27e76-c288-dd11-92da-001cc4696bcc
Office: ACTION NEA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 09-Nov-2004 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2030813
Secure: OPEN
Status: NATIVE
Subject: TRAVEL OF HOUSERMAN REPRESENTATIVE AND POSSIBILITY OF HAUSERMAN-SPONSORED FURNITURE EXHIBITION
INIDHAHRAN
TAGS: BEXP, BTRA, SA
To: ABU DHABI KUWAIT
Type: TE
vdkgvkey: odb://SAS/SAS.dbo.SAS_Docs/a6d27e76-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009